

Message Text

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PAGE 01 JIDDA 03583 210912Z

14-11

ACTION EB-07

INFO OCT-01 NEA-10 ISO-00 COME-00 /018 W

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P R 201330Z MAY 75

FM AMEMBASSY JIDDA

TO SECSTATE WASHDC PRIORITY 1291

INFO AMCONSUL DHAHRAN

UNCLAS JIDDA 3583

E.O. 11652: N/A

TAGS: BEXP, SA,US

SUBJECT: BUSINESS CONSULTATION FOR ECONOMIC COUNSELOR

REF: STATE 104370

1. ECONOMIC COUNSELOR WOULD BE AVAILABLE LAST WEEK OF JUNE FOR BUSINESS CONSULTATION ON BASIS REFTEL. SUGGEST GENERAL SEMINARS ON DOING BUSINESS IN SAUDI ARABIA IN NEW YORK, CHICAGO, SAN FRANCISCO, LOS ANGELES OR HOUSTON AREA FROM ABOUT JUNE 23-30. MIGHT BE POSSIBLE TO STRETCH FOR FEW EXTRA DAYS IF NECESSARY.

2. EMBASSY NOMINATES THREE SPECIFIC AREAS WHICH U.S. BUSINESS MIGHT CONCENTRATE ON IN THESE SESSIONS:

A. EDP SOFTWARE SYSTEMS FOR SAG EDUCATION AND VOCATIONAL TRAINING PROGRAMS. (IT IS POSSIBLE THAT ECONOMIC COMMISSION VOCATIONAL EDUCATION TEAM MEMBER COULD BE INVITED TO TRAVEL WITH COUNSELOR ON THIS SUBJECT.)

B. DESALINATION PROGRAM IN SAUDI ARABIA INCLUDING BRACKISH WATER AND USE OF WASTE WATER FOR BEAUTIFICATION AND AGRICULTURE AROUND CITIES.

C. CONSTRUCTION AND MAINTENANCE.

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D. CONSTRUCTION OF PORTS AND SALE OF MATERIALS

HANDLING EQUIPMENT. WE ARE URGING SAUDIS TO GIVE GREAT EMPHASIS TO PORT PROBLEM IN IMMEDIATE FUTURE. MAJOR CONSTRUCTION FIRMS SHOULD BE VERY INTERESTED. (RAYMOND HAS ALREADY SENT A REPRESENTATIVE TO SAUDI ARABIA, NOT TO MENTION KAISER ENGINEERS, RALPH PARSONS, FLOUR, BLONT BROS., AND OTHERS.) SUGGEST CHOOSE TWO OF ABOVE SUBJECT AREAS ON WHICH TO CONCENTRATE (THOUGH COUNSELOR WILLING TO DISCUSS OTHERS IF THERE IS INTEREST). PRIVATE CONSULTATIONS MAY BE IN ORDER ON SOME.

3. IF PRIVATE CONSULTATIONS ARE PREFERRED, COMMERCE WILL BE BETTER ABLE TO DEFINE COMPANIES NEW TO MARKET OR THOSE WHICH MAY HAVE EXPRESSED INTEREST INITIALLY AND NEED TO BE REINSPIRED. EMBASSY WOULD NOT RULE OUT USE OF SMALLER COMPANIES BUT NOMINATES IBM, DIVISIONS OF SOME AEROSPACE GROUPS, DUPONT, AND WEST COAST EDUCATIONAL TELEVISION FIRMS FOR CONCENTRATED EFFORT OF A WEEK OR TEN DAYS.

4. IF APPROVED, REQUEST AUTHORIZING TELEGRAM NO LATER THAN MAY 30.
AKINS

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 20 MAY 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975JIDDA03583
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750178-0256
From: JIDDA
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750536/aaaabgnx.tel
Line Count: 85
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EB
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 75 STATE 104370
Review Action: RELEASED, APPROVED
Review Authority: SmithRJ
Review Comment: n/a
Review Content Flags:
Review Date: 25 NOV 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <25 NOV 2003 by MaustMC>; APPROVED <13 JAN 2004 by SmithRJ>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
05 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: BUSINESS CONSULTATION FOR ECONOMIC COUNSELOR
TAGS: BEXP, SA, US
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006